

VIRGINIA REAL ESTATE BOARD
EDUCATION COMMITTEE MEETING REPORT
July 8, 2009 Meeting

The Real Estate Board Education Committee met on July 8, 2009, at the Department of Professional and Occupational Regulation in Richmond.

Committee Members present: Judith Childress, Chair
 Scott Gaeser
 Byrl P. Taylor

Staff Member present: Kevin Hoeft, Education Administrator

The meeting was called to order at 3:05 p.m.

A motion was made and approved to approve the agenda.

The following actions were taken:

- A. Four Proprietary School Applications were reviewed and approved:
 - 1. Champion Title & Settlements, Inc., t/a
Champion University, Leesburg, VA
Contact Person: Keith Barrett
 - 2. Act Web Real Estate School, Inc.
Reston, VA
Contact Person: Constance Hartke
 - 3. Anchor Title & Escrow LLC, t/a Anchor Real Estate School
Lynchburg, VA
Contact Person: Sam M. Patel
 - 4. REALTOR Association of Prince William
Woodbridge, VA
Contact Person: Teresa Kirkhart

- B. Seventy continuing education course applications were reviewed. Of these courses:

Three previously approved continuing education course applications offered by approved schools were considered and approved:

- 1. *59762 ABR Negotiations, 7 hours Real Estate Related, PWAR

2. *59765 RECA Cyber - Agent, 8 hours Real Estate Related, PWAR
3. 59818 Introduction to Commercial Real Estate Sales (On-line), 4 hours Real Estate Related, Act Web Services

Fifty-eight original continuing education course applications offered by approved schools were considered. 57 of these applications were approved. One application was denied because its content was not related to the practice of real estate:

1. *59748 Home Warranties & Risk Management in Today's Market, 1 hour Real Estate Related, Peninsula Real Estate School
2. 59750 Property Management (On-line), 3 hours Real Estate Related, McKissock LP
3. *59768 The Strategic Realtor, 2 hours Real Estate Related, Williamsburg Real Estate School
4. *59770 Moving On Up, 3 hours Real Estate Related, VAR
5. *59773 RI 407: Managing Risk, 3 hours Fair Housing, 2 hours Legal Updates, 2 hours Real Estate Related, VAR
6. *59775 Bankruptcy & Foreclosure Seminar, 2 hours Legal Updates, VAR
7. *59777 Ad Valorem Tax Consultation, 3 hours Real Estate Related, McKissock LP
8. 59779 Boot Camp for Property Managers, 6 hours Real Estate Related, Millennium School of Real Estate
9. 59783 Short Sales, 2 hours Real Estate Related, Dulles Area Real Estate School
10. 59785 Legal Update, 1 hour Legal Updates, Dulles Area Real Estate School
11. 59787 Buying and Selling Land, 1 hour Real Estate Related, Dulles Area Real Estate School
12. 59798 Leveraging Technology to Improve Your Business, 2 hours Real Estate Related, Dulles Area Real Estate School
13. 59800 Renovation Financing, 2 hours Real Estate Related, Dulles Area Real Estate School
14. 59801 FHA Loans: An Excellent Solution for Today's Market, 1 hour Real Estate Related, Dulles Area Real Estate School
15. 59803 Renovation Financing, 4 hours Real Estate Related, Dulles Area Real Estate School

16. *59805 Serving the Culturally Diverse Market, 3 hours Real Estate Related, Long and Foster Institute of Real Estate
17. *59811 FHA 203K Purchase/Rehab Mortgage, 1 hour Real Estate Related, PWAR
18. *59813 Credit Reporting: Interpretation & Strategies, 3 hours Real Estate Related, PWAR
19. *59815 Green Designation Residential Elective, 7 hours Real Estate Related, PWAR
20. *59822 Risk Reduction - RESPA, Antitrust, Fair Housing, 3 hours Legal Updates, NRVAR
21. *59824 Introduction to Radon and Radioactivity, 1 hour Real Estate Related, NRVAR
22. 59829 CRS 205 - Financing & Tax Advantage for Agents & Their Clients, 8 hours Real Estate Related, Council of Residential Specialists
23. 59830 CRS 111 - Short Sales and Foreclosures: Protecting Your Clients Interests, 8 hours Real Estate Related, Council of Residential Specialists
24. *59831 Negotiating Workshop, 3 hours Real Estate Related, Long & Foster Institute of Real Estate
25. *59833 Top 10 Internet Train Wrecks Made by Agents, 2 hours Real Estate Related, RAR
26. *59835 Commercial Leasing and Tenant Defaults/Bankruptcy, 3 hours Legal Updates, RAR
27. *59837 Free Prize Inside - Get Your Buyers Moving & Your Listings Sold, 3 hours Real Estate Related, RAR
28. *59839 So Many Foreclosures and Short Sales, 2 hours Real Estate Related, RAR
29. *59841 Tax Strategies for the Real Estate Professional, 1 hour Real Estate Related, RAR
30. *59843 RE Stats Basic, 2 hours Real Estate Related, RAR
31. *59845 Internet Policy & Listing Agreement Update, 1 hour Real Estate Contracts, RAR
32. *59847 How to Attract First Time Home Buyers Using Twitter & Facebook, 1 hour Real Estate Related, RAR
33. *59849 **Richmond Public Schools Bus Tour for Realtors, 3 hours Real Estate Related, RAR (Denied - not related to R.E. practice)**

34. *59851 Overview of Foreclosures & Short Sales, 1 hour Real Estate Related, RAR
35. *59853 This is not Your Teenager's Networking - Business Builder, 3 hours Real Estate Related, RAR
36. *59855 Reverse Mortgages for Home Purchases, 2 hours Real Estate Related, RAR
37. *59857 The Buyer Presentation Overview, 3 hours Real Estate Related, William E. Wood and Associates Academy of Real Estate
38. *59859 FHA Loans - A Tool for Selling, 3 hours Real Estate Related, Moseley-Flint Schools of Real Estate
39. *59862 Reverse Mortgages and Reverse to Purchase, 3 hours Real Estate Related, VAR
40. *59864 Risky Business: Risk Reduction for Today's Agent (and Broker), 2 hours Real Estate Related, VAR
41. *59866 Technology and Risk Management, 2 hours Real Estate Related, VAR
42. *59868 The New Interactive Web: Using The Power of Web 2.0, 2 hours Real Estate Related, VAR
43. 59870 12 Strategies for Success in Today's Challenging Market, 2 hours Real Estate Related, VAR
44. 59871 12 Strategies for Success in Today's Challenging Market, 2 hours Broker Management, VAR
45. *59872 Success and Real Estate Business Planning for the Market Rebound, 2 hours Real Estate Related, VAR
46. *59874 Agents Gone Wild: Don't Try This at Home, 2 hours Real Estate Related, VAR
47. *59876 A Guide to VRLTA and Successful Evictions, 2 hours Legal Updates, VAR
48. *59878 How Property Managers Can Use Green Initiatives in Their Business Practices, 2 hours Real Estate Related, VAR
49. 59880 Cover your Assets, 2 hours Broker Management, VAR
50. *59882 It's Time to Think about the Water, 1 hour Real Estate Related, Central Virginia School of Real Estate
51. 59884 Market Trends and Forecasting, 2 hours Broker Management, Williamsburg Real Estate School
52. *59885 Market Trends and Forecasting, 2 hours

- Real Estate Related, Williamsburg Real Estate School
53. *59887 NAR Green Designation Core Course, 8 hours Real Estate Related, NRVAR
 54. *59890 Short Sales and Foreclosures: What Buyers Representatives Need to Know, 8 hours Real Estate Related, NVAR
 55. *59893 FHA Streamline 203K, 2 hours Real Estate Related, NVAR
 56. *59895 Selling FHA Acquired Properties, 2 hours Real Estate Related, William E. Wood and Associates Academy of Real Estate
 57. *59897 What Every Realtor Should Know About Title Insurance, 1 hour Real Estate Related, William E. Wood and Associates Academy of Real Estate
 58. *59899 RESPA Reform Rule - New GFE and HUD-1 Review, 2 hours Real Estate Related, The RGS Title Real Estate Academy

Nine previously approved continuing education course applications with a pending school application were approved:

1. 59901 Foreclosures in Virginia; Real Estate Agent Perspective, 1 hour Legal Updates, Anchor Real Estate School
2. *59902 Who Owns It? Title & Ownership of Real Estate in Virginia, 1 hour Legal Updates, Anchor Real Estate School
3. 59904 Judgments & Liens: A Real Estate Agent's Perspective, 1 hour Legal Updates, Anchor Real Estate School
4. *59905 Title Issues (Claims) that Delay Settlement - A Primer for RE Agents, 1 hour Real Estate Related, Anchor Real Estate School
5. *59907 The Effect of Divorce & Bankruptcy on Selling Real Estate in Virginia - A Real Estate Agent's Perspective, 1 hour Legal Updates, Anchor Real Estate School
6. *59909 VAR Residential Purchase Contract: Part 3 - Statutory Requirements, 1 hour Real Estate Contracts, Anchor Real Estate School
7. *59911 VAR Residential Purchase Contract: Part 1 - Fill in the Blanks, 1 hour Real Estate Contracts, Anchor Real Estate School
8. *59913 VAR Residential Purchase Contracts: Part 2

- 9. *59915 Standard Provisions, 1 hour Real Estate Contracts, Anchor Real Estate School
Reverse Mortgages - The Basics, 1 hour Real Estate Related, Anchor Real Estate School

C. Sixty-six post license education course applications were reviewed. Of these courses:

Four previously approved post license education course applications from an approved school were approved:

- 1. *59763 ABR Negotiations (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, PWAR
- 2. 59764 ABR Negotiations (Selling Process), 3 hours Residential Real Estate Elective Topics, PWAR
- 3. *59766 RECA Cyber - Agent (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, PWAR
- 4. 59767 RECA Cyber - Agent - Technology (Technology), 4 hours Residential Real Estate Elective Topics, PWAR

Fifty-five applications for original post license education courses offered by approved schools were reviewed. Fifty-four of these applications were approved. One application was denied because its content was not related to the practice of real estate:

- 1. *59749 Home Warranties & Risk Management in Today's Market (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Peninsula Real Estate School
- 2. *59769 The Strategic Realtor (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Williamsburg Real Estate School
- 3. *59771 Moving On Up (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, VAR
- 4. 59772 RI 407: Managing Risk (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, VAR
- 5. *59774 RI 407: Managing Risk (Fair Housing), 3

- hours Residential Real Estate Mandatory Topics, VAR
6. *59776 Bankruptcy & Foreclosure Seminar (Tenant/Landlord Relationships), 2 hours Property Management Elective Topics, VAR
 7. *59778 Ad Valorem Tax Consultation (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, McKissock LP
 8. 59784 Short Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 9. 59786 Legal Update (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
 10. 59788 Buying and Selling Land (Land Use Issues), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
 11. 59797 Leveraging Technology to Improve Your Business (Technology), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 12. 59799 Renovation Financing (Finance), 2 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 13. 59802 FHA Loans: An Excellent Solution for Today's Market (Finance), 1 hour Residential Real Estate Elective Topics, Dulles Area Real Estate School
 14. 59804 Renovation Financing (Finance), 4 hours Residential Real Estate Elective Topics, Dulles Area Real Estate School
 15. *59806 Serving the Culturally Diverse Market (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long and Foster Institute of Real Estate
 16. *59812 FHA 203K Purchase/Rehab Mortgage (Finance), 1 hour Commercial Real Estate Elective Topics, PWAR
 17. *59814 Credit Reporting: Interpretation & Strategies (Finance), 3 hours Residential Real Estate Elective Topics, PWAR
 18. *59816 Green Designation Residential Elective (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, PWAR
 19. 59817 Green Designation Residential Elective -

- Part 2 (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, PWAR
20. *59823 Risk Reduction - RESPA, Antitrust, Fair Housing (Real Estate Law), 3 hours Residential Real Estate Mandatory Topics, NRVAR
 21. *59825 Introduction to Radon and Radioactivity (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, NRVAR
 22. *59832 Negotiating Workshop (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Long & Foster Institute of Real Estate
 23. *59834 Top 10 Internet Train Wrecks Made by Agents (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR
 24. *59836 Commercial Leasing and Tenant Defaults/Bankruptcy (Property Owners' & Condominium Association Law; Landlord Tenant Law; Real Estate Board Regulations & Statutes; American with Disabilities Act), 3 hours Commercial Real Estate Mandatory Topics, RAR
 25. *59838 Free Prize Inside - Get Your Buyer's Moving & Your Listings Sold (Selling Process), 3 hours Residential Real Estate Elective Topics, RAR
 26. *59840 So Many Foreclosures and Short Sales (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, RAR
 27. *59842 Tax Strategies for the Real Estate Professional (Finance), 1 hour Residential Real Estate Elective Topics, RAR
 28. *59844 RE Stats Basic (Property Valuation/Listing Process), 2 hours Residential Real Estate Elective Topics, RAR
 29. *59846 Internet Policy & Listing Agreement Update (Selling Process), 1 hour Residential Real Estate Elective Topics, RAR
 30. *59848 How to Attract First Time Home Buyers Using Twitter & Facebook (Technology), 1 hour Residential Real Estate Elective Topics, RAR
 31. *59850 **Richmond Public Schools Bus Tour for**

Realtors (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, RAR (Denied - not related to R.E. practice)

- 32. *59852 Overview of Foreclosures & Short Sales (Finance), 1 hour Residential Real Estate Elective Topics, RAR
- 33. *59854 This is not Your Teenager's Networking - Business Builder (Technology), 3 hours Residential Real Estate Elective Topics, RAR
- 34. *59856 Reverse Mortgages for Home Purchases (Finance), 2 hours Residential Real Estate Elective Topics, RAR
- 35. *59858 The Buyer Presentation Overview (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, William E. Wood and Associates
- 36. *59860 FHA Loans - A Tool for Selling (Other Real Estate Related), 3 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
- 37. 59861 RESPA (Other Real Estate Related), 4 hours Residential Real Estate Elective Topics, Moseley-Flint Schools of Real Estate
- 38. *59863 Reverse Mortgages and Reverse to Purchase (Finance), 3 hours Residential Real Estate Elective Topics, VAR
- 39. *59865 Risky Business: Risk Reduction for Today's Agent and Broker (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
- 40. *59867 Technology and Risk Management (Technology), 2 hours Residential Real Estate Elective Topics, VAR
- 41. *59869 The New Interactive Web: Using the Power of Web 2.0 (Technology), 2 hours Residential Real Estate Elective Topics, VAR
- 42. *59873 Success and Real Estate Business Planning for the Market Rebound (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
- 43. *59875 Agents Gone Wild: Don't Try This at Home (Other Real Estate Related), 2 hours Residential Real Estate Elective Topics, VAR
- 44. *59877 A Guide to VRLTA and Successful Evictions

- (Tenant/Landlord Relationships), 2 hours
Property Management Elective Topics, VAR
45. *59879 How Property Managers Can Use Green Initiatives in Their Business Practices (Other Real Estate Related), 2 hours
Property Management Elective Topics, VAR
46. *59883 It's Time To Think About the Water (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics, Central Virginia School of Real Estate
47. *59886 Market Trends and Forecasting (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics, Williamsburg Real Estate School
48. *59888 NAR Green Designation Core Course - Part I (Land Use Issues), 4 hours
Residential Real Estate Elective Topics, NRVAR
49. 59889 NAR Green Designation Core Course - Part II (Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics, NRVAR
50. *59891 Short Sales and Foreclosures: What Buyer's Representatives Need to Know (Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics, NVAR
51. 59892 Short Sales and Foreclosures: What Buyer's Representatives Need to Know - Part 2 (Other Real Estate Related), 4 hours
Residential Real Estate Elective Topics, NVAR
52. *59894 FHA Streamline 203K (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics, NVAR
53. *59896 Selling FHA Acquired Properties (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics, William E. Wood Real Estate Academy
54. *59898 What Every Realtor Should Know About Title Insurance (Other Real Estate Related), 1 hour
Residential Real Estate Elective Topics, William E. Wood and Associates Real Estate Academy
55. *59900 RESPA Reform Rule - New GFE and HUD-1 Review (Other Real Estate Related), 2 hours
Residential Real Estate Elective Topics, The RGS Title Real Estate Academy

Seven previously approved post license education course applications with a pending school application were approved:

1. *59903 Who Owns it? Title & Ownership of Real Estate in Virginia (Other Real Estate Related) 1 hour Residential Real Estate Elective Topics Anchor Real Estate School
2. *59906 Title Issues (Claims) that Delay Settlement - A Primer for RE Agents (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
3. *59908 The Effect of Divorce & Bankruptcy on Selling Real Estate in Virginia - A Real Estate Agents Perspective (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
4. *59910 VAR Residential Purchase Contract: Part 3 - Statutory Requirements (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
5. *59912 VAR Residential Purchase Contract: Part 1 Fill in the Blanks (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
6. *59914 VAR Residential Purchase Contracts: Part 2 - Standard Provisions (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School
7. *59916 Reverse Mortgages - The Basics (Other Real Estate Related), 1 hour Residential Real Estate Elective Topics, Anchor Real Estate School

D. Four Broker and one Salesperson Pre-license Education Courses offered by approved schools were reviewed and approved:

1. 45-hour Broker Real Estate Property Management Correspondence Course, Peninsula Real Estate School **(Retroactive approval to January 1, 2009)**
2. 45-hour Broker Real Estate Brokerage Correspondence Course, Peninsula Real Estate School **(Retroactive approval to January 1, 2009)**
3. 45-hour Broker Real Estate Law Correspondence Course, Peninsula Real Estate School

(Retroactive approval to January 1, 2009)

4. 45-hour Broker Real Estate Appraisal Correspondence Course, Peninsula Real Estate School
(Retroactive approval to January 1, 2009)
5. 60-hour Salesperson Principles and Practices of Real Estate Classroom Course, New Star Realty School

E. Ten Pre-License Education Instructor applications were reviewed and approved:

1. Latana Kay Locke
2. Sameer Mahendra Patel - **Expert (Law)**
3. Clarence F. Swanson, III
4. Helena Scott Talbot
5. Kamil T. Tunador
6. Edward S. Stock
7. Mary M. Pelot
8. Linda W. Medaris
9. Charles T. Conner
10. Suzanne M. Granoski - **Expert (Principles)**

F. Twenty-four additional continuing/post license education Instructor applications were reviewed and approved:

1. **Lori Chapman and Pat Widhalm** - 59746 (Risk Management for Brokers), 59747 (Broker Management Issues & Trends), **Central Virginia School of Real Estate**
2. **Valasie August, Sima Blackmon-Hall, John Dennis Bruce, Renee Davis, Stanley Der, Larry A. Foster, Paul Gale, David F. Lewis, Jill Malloy, Pamela McCoach, Dorothy K. McGinnis, David G. McWatters, Suzanne Simon** - 52317/52308 - (Professional Agent 103 (Agency Law), 53361/53365 - Professional Agent 104 (Fair Housing), 56046/46047 - Offer to Purchase Rev. 1 (Sales Contract 601), 56349/56350 - Settlement the Complete Transaction 1001, 54013/54014 - Finance 801, 56351/56352 Contract Presentation/Negotiation 901, 56377/56378 - Business Planning 202, **Long & Foster Institute of Real Estate**
3. **Art Grace** - 58644/58645 (Foreclosures, REO'S & Short Sales A Primer), **PWAR**
4. **Mark WorriLOW** - 58746 (Escrow, Supervision, Advertising & Office Policy), 58814 (Risk Management & Creating A Positive Office Environment), 53817/53818 (Fair Housing), **PWAR**
5. **Matthew Durbin** - 53817/53818 (Fair Housing), 59455/59456 Whom Do You Represent? (Agency Law), 57343/57344 Making Money the Ethical Way (Ethics & Standards of Conduct), **PWAR**

6. **Madonna Padilla - 53817/53818 (Fair Housing), PWAR**
7. **Julia Phifer, Charles Roy Holmes - 59549/59550 (Reverse Mortgages for Purchase), Long & Foster Institute of Real Estate**
8. **Patrick Callebs, Michael Corash, Wiley Webb - 59228/59229 (2009 Ethics Seminar), VAR**

G. Other Business

1. Effective July 1, 2009, Limited Service Agency is no longer a license renewal or activation requirement. The Committee recommended that the Board approve all currently approved two-hour Limited Service Agency courses for two hours of "Real Estate Related" Continuing Education and for two hours of "Residential Real Estate - Other Real Estate Related" Post License Education.
2. The Committee again reviewed Pre-license Instructor requirements and discussed the Pre-license Instructor requirements of the Delaware Real Estate Commission. Ms. Childress will study this matter and provide the Committee with a draft proposal for amending the Board's Pre-license Instructor requirements at the September 9, 2009, Committee meeting.
3. The Committee discussed "Board-approved Guidance Documents" and "Other Education Matters" as part of its charge from the Board's Regulatory Review Committee to address all education items related to the Regulatory Review process (See attached)

H. There was no public comment.

I. The meeting adjourned at 4:30 p.m.

*** Continuing Education and Post License Education Course Companion Applications**